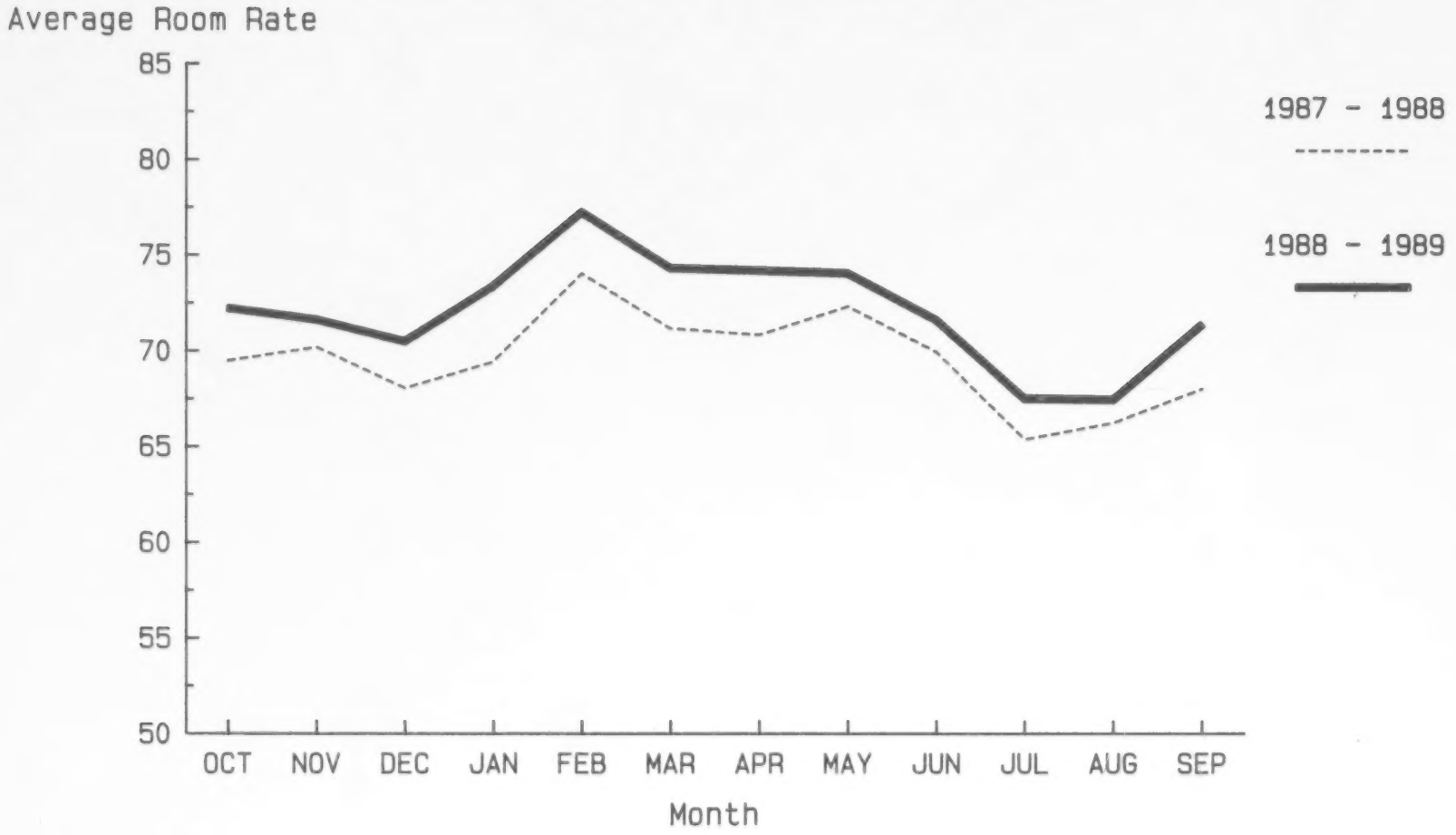
NATIONAL AVERAGE ROOM RATE
OCTOBER 1987 - SEPTEMBER 1988
OCTOBER 1988 - SEPTEMBER 1989



ROOMS REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	67.4	63.7	59.9	60.6	$ 71.39	$ 68.04	$ 51.96	$ 49.02	$ 18.58	$ 18.26	22.0	22.8
CENSUS REGION:												
Northeast	83.0	79.9	51.4	50.9	$124.30	$117.51	$ 83.02	$ 78.46	$ 27.45	$ 26.32	21.9	22.2
North Central	65.7	67.6	45.2	40.1	56.01	54.31	38.62	38.83	12.69	12.34	23.9	24.0
South	63.5	58.0	70.4	75.5	58.67	54.79	40.44	36.42	15.02	15.17	21.4	23.3
West	68.0	65.7	56.0	54.7	67.41	66.07	49.37	48.28	14.61	14.13	23.3	23.2
CENSUS DIVISION:												
Middle Atlantic	83.0	79.9	51.4	50.9	$124.30	$117.51	$ 83.02	$ 78.46	$ 27.45	$ 26.32	21.9	22.2
South Atlantic	64.8	60.4	80.6	86.5	58.93	55.26	39.29	35.05	15.96	15.87	22.6	24.3
East North Central	64.9	66.5	43.5	39.5	55.51	52.75	38.64	37.94	12.87	12.51	24.1	24.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	66.7	68.9	47.7	40.9	56.57	56.10	38.60	40.16	12.35	11.99	23.7	23.1
West South Central	61.1	54.2	48.7	51.9	58.26	53.96	43.54	40.11	12.83	13.50	18.5	20.9
Mountain	60.4	56.4	38.9	33.6	49.35	49.97	31.68	34.02	13.66	14.02	30.6	31.2
Pacific	72.0	70.9	57.9	57.0	75.25	73.33	51.09	49.59	14.89	14.16	21.8	21.6
AFFILIATION:												
Chain	67.4	64.0	59.2	59.7	$ 70.01	$ 66.99	$ 51.85	$ 48.96	$ 18.18	$ 17.82	21.6	22.4
Independent	67.1	61.8	63.2	65.2	79.00	73.78	52.49	49.32	21.64	21.82	24.5	25.9
LOCATION:												
Center City	70.7	66.9	52.9	53.6	$ 93.34	$ 89.79	$ 69.27	$ 64.54	$ 23.09	$ 21.69	21.5	22.5
Suburban	64.4	62.1	51.0	47.7	59.32	56.50	40.11	38.60	13.35	13.32	21.1	22.4
Airport	70.0	64.2	41.2	38.6	56.42	56.59	45.43	45.41	12.70	12.45	20.3	20.3
Highway	63.4	61.9	78.2	83.8	43.96	41.74	27.98	25.53	12.30	11.76	25.8	26.6
Resort	65.8	59.9	88.2	96.1	75.05	70.15	44.77	40.76	19.23	18.59	25.2	26.1
SIZE:												
Under 150 Rooms	62.8	59.1	61.9	60.6	$ 48.76	$ 46.97	$ 33.49	$ 32.87	$ 16.82	$ 15.55	37.7	37.1
150 - 299 Rooms	63.5	61.6	58.0	56.0	59.42	56.51	41.36	39.33	16.00	15.35	22.6	23.2
300 - 600 Rooms	67.2	62.6	53.1	55.2	72.11	69.45	52.50	50.10	14.07	14.53	19.5	20.8
Over 600 Rooms	76.1	71.2	66.1	68.4	98.00	93.34	64.16	59.64	23.13	22.82	21.6	22.4
TYPE:												
Hotel	69.3	64.7	56.1	56.4	$ 86.38	$ 82.48	$ 61.06	$ 57.83	$ 20.43	$ 20.18	21.4	22.3
Motor Hotel	63.3	60.7	67.4	71.2	44.21	42.57	29.73	27.98	10.95	10.63	21.7	22.1
Economy	67.1	65.2	76.7	73.1	37.43	35.88	21.95	21.71	14.14	13.51	43.1	43.2
All Suites	68.5	66.8	70.4	71.4	80.26	76.11	50.98	48.61	20.54	20.87	21.8	22.6

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF SEPTEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.4	67.7	65.6	65.0	$ 72.39	$ 69.82	$ 50.31	$ 48.53	$ 18.34	$ 17.41	21.1	20.9
CENSUS REGION:												
Northeast	70.4	73.0	47.0	46.5	$111.96	$106.18	$ 79.19	$ 75.18	$ 26.50	$ 24.34	22.8	22.1
North Central	62.0	63.1	41.3	40.7	56.47	54.65	40.62	39.66	13.43	12.88	23.4	23.2
South	70.1	67.8	82.1	82.7	65.21	62.15	41.96	39.87	15.38	14.78	18.9	19.1
West	65.8	65.5	60.3	58.6	67.05	66.12	47.92	47.31	14.76	13.99	23.1	22.7
CENSUS DIVISION:												
New England	61.7	65.4	39.4	37.0	$ 82.57	$ 79.93	$ 61.07	$ 59.32	$ 19.61	$ 18.35	22.3	21.9
Middle Atlantic	73.2	75.4	48.2	47.9	119.95	113.43	81.77	77.45	27.86	25.53	22.9	22.1
South Atlantic	74.2	71.6	94.9	95.2	69.17	65.48	41.90	39.46	16.24	15.64	18.8	19.2
East North Central	62.5	63.9	39.2	38.4	57.78	55.48	42.52	41.33	13.66	13.00	23.0	22.8
East South Central	47.1	51.5	26.0	25.9	44.19	45.33	36.85	39.53	*	*	*	*
West North Central	61.1	61.8	46.1	45.9	54.13	53.15	36.57	36.04	12.90	12.60	24.6	24.5
West South Central	62.3	60.6	49.2	51.2	55.94	54.56	42.20	41.22	12.96	12.45	19.2	18.7
Mountain	58.7	57.0	39.7	36.1	51.09	51.56	35.75	37.52	12.26	11.94	24.5	23.9
Pacific	69.6	70.6	62.5	61.0	74.26	73.15	49.04	48.19	15.68	14.78	22.8	22.3
AFFILIATION:												
Chain	68.5	67.9	63.5	62.1	$ 69.98	$ 67.52	$ 49.31	$ 47.81	$ 17.89	$ 16.91	21.2	20.9
Independent	68.0	66.6	75.1	78.3	84.63	81.62	54.57	51.55	21.12	20.57	20.6	21.0
LOCATION:												
Center City	66.8	67.1	52.7	52.9	$ 92.06	$ 88.45	$ 65.80	$ 62.72	$ 22.94	$ 21.53	22.1	21.8
Suburban	65.3	63.9	53.8	52.1	58.97	57.61	40.06	39.46	13.66	13.11	21.6	21.5
Airport	69.5	69.2	38.6	40.3	57.38	55.79	46.67	45.27	13.26	12.73	21.0	20.9
Highway	68.9	68.0	95.3	91.0	47.44	45.97	26.82	26.40	12.06	11.05	22.4	21.3
Resort	73.8	71.8	103.4	105.0	89.30	83.92	50.69	47.46	18.60	17.81	17.6	18.0
SIZE:												
Under 150 Rooms	65.6	64.9	63.6	62.4	$ 50.83	$ 48.95	$ 33.61	$ 32.67	$ 15.26	$ 14.18	29.1	28.3
150 - 299 Rooms	65.8	64.6	59.2	57.7	61.65	60.07	42.30	41.72	15.31	14.74	21.2	21.2
300 - 600 Rooms	68.4	67.9	62.0	62.8	76.75	73.78	52.16	49.86	15.86	15.43	19.0	19.2
Over 600 Rooms	74.7	74.5	75.5	74.2	98.36	94.16	61.13	58.41	23.47	21.84	21.5	21.0
TYPE:												
Hotel	68.2	67.6	57.9	57.7	$ 86.67	$ 83.42	$ 60.25	$ 57.72	$ 19.92	$ 18.96	20.7	20.7
Motor Hotel	68.1	67.4	74.2	71.9	47.29	45.82	29.53	29.22	11.76	10.67	21.9	20.6
Economy	67.9	67.2	87.1	90.1	38.73	37.25	21.62	20.62	13.01	12.50	37.4	37.6
All Suites	72.8	71.2	119.4	117.2	86.44	83.00	42.51	41.33	20.17	19.71	19.3	19.6

* Insufficient Response

TREND REPORT SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	11.8	12.0	10.3	15.3	67.4	5.8	59.9	-1.2	$ 71.39	4.9	$ 98.96	4.7
CENSUS REGION:												
Northeast	11.7	10.4	14.0	17.7	83.0	3.9	51.4	1.0	$124.30	5.8	$178.70	7.0
North Central	2.5	0.9	4.6	11.5	65.7	-2.8	45.2	12.7	56.01	3.1	85.23	4.8
South	15.3	16.6	10.4	19.7	63.5	9.5	70.4	-6.8	58.67	7.1	79.58	5.9
West	9.2	10.1	7.9	-14.8	68.0	3.5	56.0	2.4	67.41	2.0	89.76	1.2
CENSUS DIVISION:												
Middle Atlantic	11.7	10.4	14.0	17.7	83.0	3.9	51.4	1.0	$124.30	5.8	$178.70	7.0
South Atlantic	14.7	16.0	9.5	21.7	64.8	7.3	80.6	-6.8	58.93	6.6	83.53	5.4
East North Central	2.2	1.9	-0.2	12.5	64.9	-2.4	43.5	10.1	55.51	5.2	87.82	5.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	2.9	-0.2	10.7	7.0	66.7	-3.2	47.7	16.6	56.57	0.8	82.34	4.0
West South Central	16.7	17.7	12.9	12.4	61.1	12.7	48.7	-6.2	58.26	8.0	72.47	7.1
Mountain	3.6	3.7	2.3	3.4	60.4	7.1	38.9	15.8	49.35	-1.2	54.82	-1.4
Pacific	10.5	12.1	8.4	-17.9	72.0	1.6	57.9	1.6	75.25	2.6	104.93	1.2
AFFILIATION:												
Chain	11.5	11.7	10.1	14.3	67.4	5.3	59.2	-0.8	$ 70.01	4.5	$ 95.77	4.3
Independent	13.0	13.3	11.2	19.8	67.1	8.6	63.2	-3.1	79.00	7.1	116.50	6.8
LOCATION:												
Center City	10.8	11.0	9.7	13.6	70.7	5.7	52.9	-1.3	$ 93.34	6.2	$129.72	6.0
Suburban	9.4	10.7	3.4	18.9	64.4	3.7	51.0	6.9	59.32	5.0	78.89	3.8
Airport	11.2	10.2	13.6	14.9	70.0	9.0	41.2	6.7	56.42	-0.3	78.82	0.6
Highway	11.3	12.7	5.7	6.2	63.4	2.4	78.2	-6.7	43.96	5.3	54.17	4.0
Resort	17.0	17.7	15.3	19.0	65.8	9.8	88.2	-8.2	75.05	7.0	120.80	6.3
SIZE:												
Under 150 Rooms	7.2	7.9	4.5	-2.2	62.8	6.3	61.9	2.1	$ 48.76	3.8	$ 58.23	3.2
150 - 299 Rooms	10.0	10.9	6.8	13.1	63.5	3.1	58.0	3.6	59.42	5.1	80.78	4.4
300 - 600 Rooms	12.6	13.0	11.9	9.0	67.2	7.3	53.1	-3.8	72.11	3.8	101.15	3.5
Over 600 Rooms	13.5	13.4	12.1	20.9	76.1	6.9	66.1	-3.4	98.00	5.0	142.28	5.1
TYPE:												
Hotel	12.2	12.6	10.5	15.9	69.3	7.1	56.1	-0.5	$ 86.38	4.7	$125.11	4.4
Motor Hotel	7.9	8.2	7.4	3.3	63.3	4.3	67.4	-5.3	44.21	3.9	54.28	3.6
Economy	13.6	13.4	*	17.6	67.1	2.9	76.7	4.9	37.43	4.3	38.47	4.5
All Suites	17.3	17.0	17.2	23.1	68.5	2.5	70.4	-1.4	80.26	5.5	97.94	5.8

* Insufficient Response

YEAR TO DATE TREND REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	5.9	6.0	4.4	12.0	68.4	1.0	65.6	0.9	$ 72.39	3.7	$100.72	3.6
CENSUS REGION:												
Northeast	1.8	1.5	1.3	7.1	70.4	-3.6	47.0	1.1	$111.96	5.4	$158.87	5.8
North Central	1.9	1.1	2.6	8.6	62.0	-1.7	41.3	1.5	56.47	3.3	86.52	4.1
South	8.0	8.2	5.4	16.3	70.1	3.4	82.1	-0.7	65.21	4.9	89.96	4.7
West	8.3	8.5	7.7	9.3	65.8	0.5	60.3	2.9	67.05	1.4	89.23	1.2
CENSUS DIVISION:												
New England	-1.4	-1.8	-1.3	6.3	61.7	-5.7	39.4	6.5	$ 82.57	3.3	$103.05	3.7
Middle Atlantic	2.3	2.1	1.6	7.2	73.2	-2.9	48.2	0.6	119.95	5.7	174.05	6.0
South Atlantic	9.3	9.8	5.8	17.6	74.2	3.6	94.9	-0.3	69.17	5.6	97.69	5.1
East North Central	1.8	1.5	0.9	9.8	62.5	-2.2	39.2	2.1	57.78	4.1	89.00	4.4
East South Central	-9.1	-10.9	-4.8	*	47.1	-8.5	26.0	0.4	44.19	-2.5	60.29	-0.5
West North Central	2.2	0.5	5.7	4.8	61.1	-1.1	46.1	0.4	54.13	1.8	82.08	3.5
West South Central	4.3	4.1	4.0	10.2	62.3	2.8	49.2	-3.9	55.94	2.5	71.78	2.7
Mountain	0.6	1.3	-4.9	-0.6	58.7	3.0	39.7	10.0	51.09	-0.9	58.10	-1.6
Pacific	10.5	10.9	9.0	14.4	69.6	-1.4	62.5	2.5	74.26	1.5	103.31	1.1
AFFILIATION:												
Chain	5.5	5.8	3.7	10.7	68.5	0.9	63.5	2.3	$ 69.98	3.6	$ 94.87	3.4
Independent	7.3	6.8	6.5	15.6	68.0	2.1	75.1	-4.1	84.63	3.7	130.48	4.1
LOCATION:												
Center City	3.4	3.3	2.5	8.1	66.8	-0.4	52.7	-0.4	$ 92.06	4.1	$128.76	4.2
Suburban	5.6	5.8	3.9	12.6	65.3	2.2	53.8	3.3	58.97	2.4	78.70	2.2
Airport	6.4	7.9	1.0	10.9	69.5	0.4	38.6	-4.2	57.38	2.8	76.56	1.4
Highway	6.4	6.2	6.3	12.6	68.9	1.3	95.3	4.7	47.44	3.2	58.51	3.4
Resort	10.1	10.1	8.3	18.1	73.8	2.8	103.4	-1.5	89.30	6.4	136.79	6.4
SIZE:												
Under 150 Rooms	5.2	5.5	2.7	13.0	65.6	1.1	63.6	1.9	$ 50.83	3.8	$ 61.22	3.6
150 - 299 Rooms	6.0	6.3	4.7	8.4	65.8	1.9	59.2	2.6	61.65	2.6	84.00	2.4
300 - 600 Rooms	6.1	6.0	5.3	12.8	68.4	0.7	62.0	-1.3	76.75	4.0	110.39	4.2
Over 600 Rooms	5.8	5.9	3.7	13.3	74.7	0.3	75.5	1.8	98.36	4.5	142.25	4.4
TYPE:												
Hotel	5.8	5.8	4.5	12.4	68.2	0.9	57.9	0.3	$ 86.67	3.9	$126.71	3.9
Motor Hotel	5.3	5.5	4.1	7.1	68.1	1.0	74.2	3.2	47.29	3.2	57.53	3.0
Economy	9.4	9.3	12.6	12.8	67.9	1.0	87.1	-3.3	38.73	4.0	39.97	4.1
All Suites	7.7	8.3	2.4	12.4	72.8	2.2	119.4	1.9	86.44	4.1	110.70	3.5

* Insufficient Response

VARIATION REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	11.8	12.0	10.3	12.0	5.6	15.3	4.7	4.9	2.9	7.6	-	1.8	0.4
CENSUS REGION:													
Northeast	11.7	10.4	14.0	14.8	12.0	17.7	7.0	5.8	7.9	12.4	3.5	4.3	5.4
North Central	2.5	0.9	4.6	6.4	-0.3	11.5	4.8	3.1	2.2	13.1	4.0	2.8	-0.3
South	15.3	16.6	10.4	13.2	3.2	19.7	5.9	7.1	-0.7	8.1	-2.6	-1.0	-3.4
West	5.2	10.1	7.9	9.1	4.0	-14.8	1.2	2.0	4.8	-23.6	-8.2	3.4	-2.6
CENSUS DIVISION:													
Middle Atlantic	11.7	10.4	14.0	14.8	12.0	17.7	7.0	5.8	7.9	12.4	3.5	4.3	5.4
South Atlantic	14.7	16.0	9.5	12.3	2.5	21.7	5.4	6.6	-1.1	10.7	-0.7	0.6	-0.9
East North Central	2.2	1.9	-0.2	1.1	-3.8	12.5	5.6	5.2	-2.1	15.2	3.3	2.9	-2.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	2.9	-0.2	10.7	12.8	4.3	7.0	4.0	0.8	7.2	6.2	5.0	3.0	2.2
West South Central	16.7	17.7	12.9	16.0	5.2	12.4	7.1	8.0	0.9	0.2	-7.7	-5.0	-9.9
Mountain	3.6	3.7	2.3	8.4	-12.2	3.4	-1.4	-1.2	-0.4	-4.8	-5.6	-2.6	-8.2
Pacific	10.5	12.1	8.4	9.1	5.8	-17.9	1.2	2.6	5.2	-27.2	-8.8	5.2	-1.0
AFFILIATION:													
Chain	11.5	11.7	10.1	11.4	6.3	14.3	4.3	4.5	3.6	7.4	0.4	2.0	1.0
Independent	13.0	13.3	11.2	14.5	3.2	19.8	6.8	7.1	-1.1	6.5	-3.9	-0.8	-4.8
LOCATION:													
Center City	10.8	11.0	9.7	11.0	5.7	13.6	6.0	6.2	4.1	8.1	-0.6	1.8	0.1
Suburban	9.4	10.7	3.4	4.9	-0.7	18.9	3.8	5.0	1.4	14.2	-1.5	0.2	-2.7
Airport	11.2	10.2	13.6	15.0	8.4	14.9	0.6	-0.3	4.5	4.7	-0.1	2.0	0.1
Highway	11.3	12.7	5.7	5.4	6.3	6.2	4.0	5.3	-1.4	0.2	2.2	4.6	-3.6
Resort	17.0	17.7	15.3	18.3	7.5	19.0	6.3	7.0	-0.1	1.2	2.4	3.4	2.2
SIZE:													
Under 150 Rooms	7.2	7.9	4.5	4.3	5.2	-2.2	3.2	3.8	-0.4	-2.4	8.1	8.2	0.3
150 - 299 Rooms	10.0	10.9	6.8	7.6	4.6	13.1	4.4	5.1	2.8	7.6	0.3	4.2	0.7
300 - 600 Rooms	12.6	13.0	11.9	13.5	7.3	9.0	3.5	3.8	3.0	0.2	-4.9	-3.2	-4.5
Over 600 Rooms	13.5	13.4	12.1	14.6	5.0	20.9	5.1	5.0	3.2	10.7	0.5	1.4	2.4
TYPE:													
Hotel	12.2	12.6	10.5	12.2	5.6	15.9	4.4	4.7	2.6	7.2	-0.6	1.2	0.1
Motor Hotel	7.9	8.2	7.4	8.4	4.8	3.3	3.6	3.9	3.7	-0.3	1.4	3.0	0.8
Economy	13.6	13.4	*	*	*	17.6	4.5	4.3	*	13.5	4.5	4.7	*
All Suites	17.3	17.0	17.2	19.6	10.1	23.1	5.8	5.5	-0.5	10.0	-5.5	-1.6	-6.1

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.9	6.0	4.4	5.3	1.9	12.0	3.6	3.7	3.1	10.9	4.9	5.3	3.3
CENSUS REGION:													
Northeast	1.8	1.5	1.3	2.4	-1.9	7.1	5.8	5.4	4.7	11.2	9.5	8.9	7.9
North Central	1.9	1.1	2.6	3.8	-1.0	8.6	4.1	3.3	3.0	10.0	3.4	4.3	1.3
South	8.0	8.2	5.4	6.0	3.8	16.3	4.7	4.9	2.4	12.9	3.0	4.1	1.6
West	8.3	8.5	7.7	8.6	4.7	9.3	1.2	1.4	3.6	1.6	1.5	5.5	0.4
CENSUS DIVISION:													
New England	-1.4	-1.8	-1.3	-0.1	-4.2	6.3	3.7	3.3	5.7	14.1	5.5	6.9	8.0
Middle Atlantic	2.3	2.1	1.6	2.7	-1.6	7.2	6.0	5.7	4.6	10.8	10.0	9.1	7.9
South Atlantic	9.3	9.8	3.8	6.1	5.0	17.6	5.1	5.6	1.7	13.2	3.2	3.8	1.3
East North Central	1.8	1.5	0.9	2.0	-2.1	9.8	4.4	4.1	1.6	11.3	3.3	5.1	-0.5
East South Central	-9.1	-10.9	-4.8	-2.7	-14.2	*	-0.5	-2.5	2.5	*	*	*	*
West North Central	2.2	0.5	5.7	7.2	1.3	4.8	3.5	1.8	5.4	5.9	3.9	2.4	4.7
West South Central	4.3	4.1	4.0	5.6	-0.7	10.2	2.7	2.5	3.6	9.6	1.7	4.1	1.2
Mountain	0.6	1.3	-4.9	-2.6	-11.4	-0.6	-1.6	-0.9	-8.1	-5.3	0.2	2.7	-2.2
Pacific	10.5	10.9	9.0	9.7	6.5	14.4	1.1	1.5	4.8	5.3	1.8	6.1	0.8
AFFILIATION:													
Chain	5.5	5.8	3.7	4.7	0.9	10.7	3.4	3.6	2.7	10.0	5.2	5.8	3.9
Independent	7.3	6.8	6.5	7.0	5.0	15.6	4.1	3.7	3.8	12.7	3.2	2.7	0.3
LOCATION:													
Center City	3.4	3.3	2.5	3.6	-0.7	8.1	4.2	4.1	3.8	9.6	6.2	6.5	4.7
Suburban	5.6	5.8	3.9	4.8	1.2	12.6	2.2	2.4	0.2	11.1	3.1	4.2	1.0
Airport	6.4	7.9	1.0	2.4	-3.2	10.9	1.4	2.8	1.4	9.1	4.3	4.2	4.5
Highway	6.4	6.2	6.3	7.8	1.7	12.6	3.4	3.2	0.4	6.3	3.4	9.1	-4.4
Resort	10.1	10.1	8.3	8.4	7.9	18.1	6.4	6.4	4.5	14.5	5.3	4.4	3.3
SIZE:													
Under 150 Rooms	5.2	5.5	2.7	3.3	1.2	13.0	3.6	3.8	4.3	14.6	8.0	7.6	8.7
150 - 299 Rooms	6.0	6.3	4.7	5.8	1.8	8.4	2.4	2.6	2.5	5.1	2.4	3.9	2.4
300 - 600 Rooms	6.1	6.0	5.3	6.1	2.9	12.8	4.2	4.0	2.9	11.7	2.4	2.8	0.9
Over 600 Rooms	5.8	5.9	3.7	4.6	1.2	13.3	4.4	4.5	3.7	13.5	7.6	7.5	5.3
TYPE:													
Hotel	5.8	5.8	4.5	5.3	2.4	12.4	3.9	3.9	3.4	12.0	5.2	5.1	3.3
Motor Hotel	5.3	5.5	4.1	5.8	-0.7	7.1	3.0	3.2	2.9	5.3	5.6	10.2	4.5
Economy	9.4	9.3	12.6	12.0	14.4	12.8	4.1	4.0	4.3	11.1	4.4	4.1	*
All Suites	7.7	8.3	2.4	3.4	-0.6	12.4	3.5	4.1	-0.6	7.9	1.4	2.3	-

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 42.02	$ 40.82	$ 12.81	$ 12.42	0.30	0.31	0.21	0.20	50.4	51.3	$ 8.76	$ 8.82	8.2
CENSUS REGION:													
Northeast	$ 50.84	$ 47.10	$ 17.83	$ 17.00	0.28	0.29	0.20	0.19	54.6	55.8	$ 12.55	$ 12.54	7.8
North Central	41.03	40.16	9.88	9.49	0.31	0.33	0.21	0.23	40.8	41.6	5.38	5.34	2.4
South	34.59	34.83	11.70	11.56	0.31	0.33	0.21	0.20	49.1	49.9	7.85	8.15	10.9
West	48.36	46.15	11.48	11.10	0.30	0.31	0.22	0.23	49.6	51.3	6.84	6.61	8.0
CENSUS DIVISION:													
Middle Atlantic	$ 50.84	$ 47.10	$ 17.83	$ 17.00	0.28	0.29	0.20	0.19	54.6	55.8	$ 12.55	$ 12.54	7.8
South Atlantic	38.16	38.58	12.49	12.10	0.30	0.32	0.21	0.20	50.1	49.4	8.37	8.25	7.2
East North Central	33.86	34.59	9.08	8.76	0.33	0.35	0.22	0.23	44.2	43.8	5.58	5.34	-3.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	53.82	50.21	11.05	10.73	0.28	0.30	0.20	0.22	37.3	39.1	5.12	5.34	11.4
West South Central	27.10	26.87	9.75	10.10	0.33	0.35	0.19	0.20	46.2	51.5	6.41	7.84	21.5
Mountain	26.10	26.21	7.63	6.66	0.32	0.33	0.20	0.21	49.4	57.5	4.53	5.35	9.5
Pacific	51.61	49.07	11.73	11.39	0.29	0.30	0.23	0.23	49.6	50.3	7.41	6.87	7.9
AFFILIATION:													
Chain	$ 39.06	$ 37.71	$ 12.65	$ 12.33	0.29	0.31	0.20	0.20	50.1	51.3	$ 8.73	$ 8.81	8.4
Independent	58.35	58.99	13.48	12.76	0.32	0.33	0.22	0.21	51.8	51.0	8.89	8.87	7.4
LOCATION:													
Center City	$ 41.30	$ 39.66	$ 14.87	$ 14.79	0.28	0.29	0.19	0.20	54.4	55.9	$ 11.26	$ 11.53	9.6
Suburban	38.10	37.57	10.77	10.08	0.31	0.33	0.23	0.23	41.2	43.0	6.06	5.96	1.5
Airport	36.06	34.51	10.36	10.27	0.29	0.31	0.21	0.21	43.1	45.6	5.96	6.14	15.5
Highway	31.50	31.96	10.10	8.98	0.31	0.33	0.22	0.24	42.6	44.5	5.40	4.93	-2.1
Resort	56.49	56.55	12.98	12.35	0.32	0.33	0.22	0.19	53.2	50.3	8.51	8.54	9.0
SIZE:													
Under 150 Rooms	$ 49.55	$ 49.76	$ 10.43	$ 9.21	0.36	0.38	0.27	0.26	45.4	45.3	$ 6.40	$ 5.77	-8.7
150 - 299 Rooms	36.71	35.70	10.07	9.65	0.32	0.35	0.22	0.23	47.9	48.3	6.43	6.30	1.9
300 - 600 Rooms	39.75	38.59	12.45	12.05	0.30	0.32	0.21	0.22	46.2	48.8	7.61	7.76	9.9
Over 600 Rooms	46.42	44.98	15.64	15.79	0.27	0.28	0.19	0.18	54.3	54.6	11.57	12.08	15.0
TYPE:													
Hotel	$ 45.89	$ 44.74	$ 13.47	$ 13.20	0.29	0.31	0.21	0.20	51.7	52.4	$ 9.51	$ 9.62	9.2
Motor Hotel	24.97	24.07	8.03	7.33	0.34	0.36	0.22	0.22	39.6	41.4	4.14	4.15	1.1
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	56.87	57.15	18.22	16.52	0.29	0.33	0.23	0.25	44.9	47.7	9.37	9.44	7.8

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 42.97	$ 41.67	$ 12.21	$ 11.73	0.31	0.31	0.21	0.21	48.9	48.7	$ 8.21	$ 7.93	1.2
CENSUS REGION:													
Northeast	$ 48.40	$ 46.23	$ 15.91	$ 15.33	0.29	0.29	0.20	0.20	56.1	54.4	$ 12.02	$ 11.33	-2.3
North Central	42.50	41.28	9.66	9.32	0.33	0.33	0.23	0.24	43.2	43.7	5.56	5.43	0.4
South	38.91	38.00	11.73	11.23	0.32	0.32	0.21	0.21	45.3	45.7	7.36	7.16	1.4
West	48.13	46.45	11.36	10.84	0.31	0.32	0.23	0.23	51.9	51.7	7.16	6.89	5.2
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	48.43	46.30	16.51	15.90	0.28	0.28	0.20	0.20	56.3	54.4	12.48	11.71	-2.1
South Atlantic	43.09	42.35	12.57	11.99	0.31	0.32	0.22	0.21	44.9	45.0	7.76	7.46	0.6
East North Central	40.29	39.65	9.32	9.00	0.33	0.34	0.24	0.24	43.2	43.6	5.48	5.35	-1.7
East South Central	18.31	17.86	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.28	44.84	10.27	9.92	0.31	0.31	0.22	0.23	43.3	43.8	5.69	5.59	4.1
West South Central	28.07	27.10	9.06	8.73	0.33	0.33	0.21	0.21	47.2	48.6	6.01	6.15	4.4
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	50.94	48.59	11.60	11.02	0.31	0.32	0.23	0.22	53.0	53.9	7.76	7.49	5.7
AFFILIATION:													
Chain	$ 37.97	$ 36.98	$ 12.04	$ 11.60	0.30	0.31	0.21	0.21	49.9	49.2	$ 8.28	$ 7.98	1.2
Independent	68.07	65.58	12.86	12.26	0.32	0.33	0.23	0.23	45.6	46.9	7.86	7.66	1.6
LOCATION:													
Center City	$ 42.23	$ 40.67	$ 14.16	$ 13.69	0.29	0.29	0.20	0.21	55.4	54.9	$ 10.99	$ 10.65	0.5
Suburban	36.55	36.46	9.59	9.45	0.33	0.34	0.23	0.23	45.4	44.6	5.85	5.75	3.7
Airport	33.17	32.72	10.24	10.02	0.32	0.32	0.21	0.21	46.4	46.0	6.15	5.95	-0.3
Highway	32.91	32.78	9.26	8.60	0.32	0.33	0.23	0.23	38.6	39.4	4.79	4.45	-1.1
Resort	60.71	58.08	13.35	12.54	0.32	0.32	0.22	0.21	42.4	42.4	7.47	7.14	2.2
SIZE:													
Under 150 Rooms	$ 45.98	$ 44.08	$ 8.98	$ 8.34	0.36	0.37	0.26	0.26	44.3	43.2	$ 4.90	$ 4.43	-4.4
150 - 299 Rooms	36.65	35.76	9.83	9.43	0.33	0.34	0.23	0.24	47.0	46.9	6.36	6.12	1.2
300 - 600 Rooms	44.33	43.06	12.41	12.08	0.31	0.32	0.22	0.21	46.4	46.4	7.68	7.65	3.6
Over 600 Rooms	46.56	44.89	15.12	14.49	0.28	0.28	0.19	0.19	52.8	52.4	11.19	10.64	-
TYPE:													
Hotel	$ 47.38	$ 45.84	$ 13.10	$ 12.60	0.30	0.31	0.21	0.21	50.0	49.8	$ 9.04	$ 8.75	1.3
Motor Hotel	25.86	25.13	7.45	7.11	0.35	0.35	0.23	0.22	41.5	40.7	4.11	3.92	[illegible]
Economy	8.40	8.05	*	*	*	*	*	*	*	*	*	*	[illegible]
All Suites	44.88	45.17	14.75	14.23	0.32	0.33	0.24	0.25	42.9	42.4	8.35	7.97	[illegible]

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF SEPTEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.3	65.3	63.5	63.0	$ 72.07	$ 69.59	$ 50.78	$ 48.94	$ 18.33	$ 17.71	21.1	21.3
CENSUS REGION:												
Northeast	71.1	73.1	46.6	45.8	$113.58	$107.62	$ 80.59	$ 76.63	$ 26.00	$ 23.95	22.0	21.4
North Central	60.9	61.4	40.4	40.4	56.16	54.04	41.06	39.73	13.56	13.14	23.3	23.6
South	67.3	64.7	79.4	80.2	64.23	61.54	41.91	39.90	15.53	15.49	19.4	20.2
West	63.3	63.0	58.8	57.4	66.41	65.05	47.38	46.44	15.46	14.85	24.1	24.1
CENSUS DIVISION:												
New England	61.9	65.0	38.7	37.0	$ 83.95	$ 80.38	$ 62.07	$ 59.73	$ 19.78	$ 18.40	22.0	21.6
Middle Atlantic	74.1	75.7	47.8	47.2	121.69	115.15	83.31	79.13	27.31	25.13	22.0	21.4
South Atlantic	70.4	67.8	91.1	92.1	67.82	64.66	41.95	39.56	16.38	16.48	19.3	20.5
East North Central	61.6	62.2	38.3	38.1	57.83	55.05	43.11	41.42	13.91	13.47	23.0	23.5
East South Central	50.8	54.0	*	*	45.67	45.20	*	*	*	*	*	*
West North Central	59.7	60.0	44.6	45.1	53.20	52.24	37.18	36.50	12.84	12.46	24.2	23.9
West South Central	60.9	58.5	48.8	49.9	55.67	54.30	41.85	41.12	13.06	12.71	19.5	19.2
Mountain	56.7	55.4	44.1	42.1	52.34	52.10	38.99	39.02	14.35	14.36	25.7	26.3
Pacific	66.9	67.6	61.1	60.0	72.85	71.47	48.60	47.54	16.00	15.10	23.5	23.1
AFFILIATION:												
Chain	66.5	65.6	61.1	60.2	$ 69.68	$ 67.36	$ 49.88	$ 48.26	$ 17.76	$ 16.91	21.1	20.9
Independent	65.1	63.8	74.1	76.0	84.07	80.81	54.61	51.81	21.85	22.72	21.2	23.3
LOCATION:												
Center City	66.5	66.3	51.7	52.0	$ 92.95	$ 89.19	$ 66.97	$ 63.73	$ 22.64	$ 21.34	21.6	21.4
Suburban	63.0	61.4	51.7	50.0	58.68	57.48	39.98	39.53	13.64	13.16	21.5	21.4
Airport	67.2	66.9	37.6	38.9	57.09	55.57	46.41	45.08	13.48	12.92	21.6	21.4
Highway	65.4	64.5	90.5	87.4	46.37	44.96	27.16	26.65	12.10	11.34	22.5	21.7
Resort	70.1	67.5	100.1	101.7	86.82	82.07	49.82	46.82	19.13	19.89	18.8	20.8
SIZE:												
Under 150 Rooms	62.9	61.9	62.5	61.2	$ 49.38	$ 47.53	$ 32.89	$ 32.04	$ 15.21	$ 14.33	29.4	29.2
150 - 299 Rooms	63.3	61.8	57.5	56.0	61.11	59.64	42.19	41.62	15.42	15.00	21.7	21.7
300 - 600 Rooms	66.6	65.8	60.1	60.6	76.31	73.46	52.33	50.14	16.00	15.59	19.3	19.6
Over 600 Rooms	73.8	73.2	72.3	72.0	99.65	95.31	62.82	59.72	23.42	22.48	21.0	21.3
TYPE:												
Hotel	66.9	66.2	56.3	56.2	$ 86.73	$ 83.46	$ 60.72	$ 58.15	$ 19.90	$ 19.24	20.7	20.9
Motor Hotel	65.1	63.6	71.5	69.9	46.50	45.11	29.49	29.06	11.70	10.96	22.1	21.4
Economy	63.7	62.9	82.4	85.1	37.25	35.85	21.72	20.81	13.55	13.22	40.0	40.3
All Suites	69.7	68.0	114.5	113.0	84.12	81.21	42.36	41.25	19.55	19.29	19.7	20.2

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	6.7	6.9	5.3	10.1	66.3	1.5	63.5	0.8	$ 72.07	3.6	$102.36	3.3
CENSUS REGION:												
Northeast	2.5	2.5	0.8	8.4	71.1	-2.7	46.6	1.7	$113.58	5.5	$164.01	5.5
North Central	2.7	2.9	2.8	0.9	60.9	-0.8	40.4	-	56.16	3.9	87.58	3.8
South	9.1	9.1	7.6	15.4	67.3	4.0	79.4	-1.0	64.23	4.4	90.26	4.3
West	9.1	9.7	8.2	-0.7	63.3	0.5	58.8	2.4	66.41	2.1	90.85	1.5
CENSUS DIVISION:												
New England	0.8	-0.2	0.4	14.3	61.9	-4.8	38.7	4.6	$ 83.95	4.2	$114.66	5.2
Middle Atlantic	2.8	3.1	0.9	7.4	74.1	-2.1	47.8	1.3	121.69	5.7	177.51	5.4
South Atlantic	10.2	10.4	8.1	16.5	70.4	3.8	91.1	-1.1	67.82	4.9	97.64	4.7
East North Central	2.9	3.8	1.3	0.6	61.6	-1.0	38.3	0.5	57.83	5.0	88.95	4.1
East South Central	-5.5	-4.9	*	*	50.8	-5.9	*	*	45.67	1.0	64.99	0.4
West North Central	2.5	1.1	5.3	1.6	59.7	-0.5	44.6	-1.1	53.20	1.8	85.13	3.2
West South Central	5.8	5.6	5.6	11.1	60.9	4.1	48.8	-2.2	55.67	2.5	72.46	2.7
Mountain	0.8	2.3	-0.9	-11.6	56.7	2.3	44.1	4.8	52.34	0.5	66.69	-1.0
Pacific	11.8	12.4	9.9	17.8	66.9	-1.0	61.1	1.8	72.85	1.9	101.90	1.4
AFFILIATION:												
Chain	6.3	6.8	4.5	8.2	66.5	1.4	61.1	1.5	$ 69.68	3.4	$ 96.43	3.0
Independent	8.1	7.5	7.7	15.3	65.1	2.0	74.1	-2.5	84.07	4.0	132.12	4.6
LOCATION:												
Center City	4.5	4.7	3.1	8.0	66.5	0.3	51.7	-0.6	$ 92.95	4.2	$132.07	4.0
Suburban	7.8	7.5	7.9	14.4	63.0	2.6	51.7	3.4	58.68	2.1	80.53	2.4
Airport	6.9	8.3	2.8	4.5	67.2	0.4	37.6	-3.3	57.09	2.7	77.66	1.4
Highway	6.5	6.5	5.6	11.9	65.4	1.4	90.5	3.5	46.37	3.1	58.24	3.2
Resort	10.0	10.5	8.2	12.6	70.1	3.9	100.1	-1.6	86.82	5.8	136.48	5.3
SIZE:												
Under 150 Rooms	6.5	7.0	3.5	9.4	62.9	1.6	62.5	2.1	$ 49.38	3.9	$ 59.94	3.4
150 - 299 Rooms	7.2	7.2	6.9	9.2	63.3	2.4	57.5	2.7	61.11	2.5	85.38	2.5
300 - 600 Rooms	7.3	7.1	6.8	11.8	66.6	1.2	60.1	-0.8	76.31	3.9	112.34	4.0
Over 600 Rooms	5.8	6.5	3.1	9.5	73.8	0.8	72.3	0.4	99.65	4.6	146.68	3.9
TYPE:												
Hotel	6.5	6.7	5.3	10.3	66.9	1.1	56.3	0.2	$ 86.73	3.9	$129.40	3.8
Motor Hotel	6.5	6.7	5.1	8.3	65.1	2.4	71.5	2.3	46.50	3.1	57.49	2.8
Economy	11.0	10.7	21.8	14.4	63.7	1.3	82.4	-3.2	37.25	3.9	38.47	4.1
All Suites	8.5	9.0	5.2	10.2	69.7	2.5	114.5	1.3	84.12	3.6	111.13	3.1

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.7	6.9	5.3	6.4	2.1	10.1	3.3	3.6	3.2	8.0	4.7	3.5	3.2
CENSUS REGION:													
Northeast	2.5	2.5	0.8	1.9	-2.1	8.4	5.5	5.5	3.2	11.4	9.8	8.6	7.9
North Central	2.7	2.9	2.8	4.2	-1.4	0.9	3.8	3.9	2.4	1.2	3.4	3.2	1.3
South	9.1	9.1	7.6	8.7	4.5	15.4	4.3	4.4	3.7	10.8	1.8	0.3	1.0
West	9.1	9.7	8.2	9.3	4.8	-0.7	1.5	2.1	3.4	-8.0	3.1	4.1	2.6
CENSUS DIVISION:													
New England	0.8	-0.2	0.4	1.2	-1.6	14.3	5.2	4.2	5.7	20.3	6.5	7.5	9.0
Middle Atlantic	2.8	3.1	0.9	2.0	-2.1	7.4	5.4	5.7	2.9	9.9	10.2	8.7	7.8
South Atlantic	10.2	10.4	8.1	9.1	5.4	16.5	4.7	4.9	3.5	11.2	2.0	-0.6	1.1
East North Central	2.9	3.8	1.3	2.4	-2.1	0.6	4.1	5.0	1.0	1.1	3.2	3.3	-0.6
East South Central	-5.5	-4.9	*	*	*	*	0.4	1.0	*	*	*	*	*
West North Central	2.5	1.1	5.3	7.2	-0.3	1.6	3.2	1.8	4.5	1.7	4.0	3.0	4.7
West South Central	5.8	5.6	5.6	7.3	0.8	11.1	2.7	2.5	3.3	8.5	0.4	2.8	-0.4
Mountain	0.8	2.3	-0.9	0.4	-4.3	-11.6	-1.0	0.5	-2.5	-14.4	1.5	-0.1	-1.0
Pacific	11.8	12.4	9.9	10.9	6.8	17.8	1.4	1.9	4.4	6.8	5.2	6.0	4.9
AFFILIATION:													
Chain	6.3	6.8	4.5	5.6	1.4	8.2	3.0	3.4	2.4	6.3	5.1	5.0	3.7
Independent	8.1	7.5	7.7	8.9	4.2	15.3	4.6	4.0	5.5	12.4	2.5	-3.8	1.1
LOCATION:													
Center City	4.5	4.7	3.1	4.2	-0.3	8.0	4.0	4.2	3.3	8.4	6.6	6.1	5.0
Suburban	7.8	7.5	7.9	10.1	1.9	14.4	2.4	2.1	3.5	11.3	3.2	3.6	1.7
Airport	6.9	8.3	2.8	4.3	-1.5	4.5	1.4	2.7	2.2	2.2	4.2	4.3	4.1
Highway	6.5	6.5	5.6	7.5	0.6	11.9	3.2	3.1	-0.1	5.4	2.2	6.7	-5.0
Resort	10.0	10.5	8.2	8.5	7.4	12.6	5.3	5.8	3.8	7.9	2.8	-3.8	2.4
SIZE:													
Under 150 Rooms	6.5	7.0	3.5	4.3	1.2	9.4	3.4	3.9	3.8	9.9	5.8	6.1	6.0
150 - 299 Rooms	7.2	7.2	6.9	8.7	2.0	9.2	2.5	2.5	3.8	5.0	1.7	2.8	1.3
300 - 600 Rooms	7.3	7.1	6.8	7.8	3.9	11.8	4.0	3.9	3.5	9.2	3.3	2.6	1.8
Over 600 Rooms	5.8	6.5	3.1	4.0	0.6	9.5	3.9	4.6	2.6	8.8	7.1	4.2	5.4
TYPE:													
Hotel	6.5	6.7	5.3	6.4	2.3	10.3	3.8	3.9	3.5	8.7	5.1	3.4	3.5
Motor Hotel	6.5	6.7	5.1	6.9	0.2	8.3	2.8	3.1	2.7	5.4	4.0	6.8	3.5
Economy	11.0	10.7	21.8	21.2	24.1	14.4	4.1	3.9	10.1	11.0	1.3	2.5	*
All Suites	8.5	9.0	5.2	6.5	1.6	10.2	3.1	3.6	1.0	4.6	0.5	1.3	-0.7

* Insufficient Response

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.10	$ 43.70	$ 12.67	$ 12.13	0.31	0.31	0.22	0.22	47.7	47.4	$ 8.28	$ 8.03	2.3
CENSUS REGION:													
Northeast	$ 50.84	$ 49.24	$ 16.39	$ 15.96	0.28	0.29	0.20	0.20	53.0	50.7	$ 11.61	$ 10.92	-1.2
North Central	44.50	43.47	9.71	9.44	0.33	0.33	0.23	0.23	41.9	42.4	5.50	5.45	1.8
South	40.96	39.51	12.32	11.56	0.32	0.32	0.22	0.22	45.1	45.9	7.55	7.41	2.6
West	49.56	47.94	11.63	11.11	0.32	0.33	0.23	0.23	51.0	50.6	7.56	7.22	6.0
CENSUS DIVISION:													
New England	$ 52.85	$ 49.99	$ 12.75	$ 12.38	0.32	0.33	0.23	0.23	51.4	49.7	$ 8.91	$ 8.61	-1.6
Middle Atlantic	50.57	49.13	17.05	16.60	0.28	0.28	0.20	0.20	53.3	50.8	12.08	11.32	-1.1
South Atlantic	45.15	43.63	13.24	12.29	0.31	0.32	0.22	0.22	44.8	45.4	8.00	7.75	1.7
East North Central	41.81	41.38	9.22	9.03	0.33	0.34	0.24	0.24	41.9	42.4	5.42	5.42	0.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	49.63	47.48	10.45	10.05	0.32	0.32	0.23	0.23	41.7	42.2	5.63	5.50	3.6
West South Central	29.79	28.83	9.34	9.12	0.33	0.33	0.21	0.23	46.2	48.1	6.03	6.23	6.0
Mountain	41.18	42.24	11.21	11.18	0.35	0.34	0.23	0.23	47.4	47.2	7.18	7.12	0.2
Pacific	51.35	49.20	11.69	11.10	0.31	0.32	0.23	0.22	53.3	53.1	7.76	7.28	6.9
AFFILIATION:													
Chain	$ 40.00	$ 39.06	$ 12.34	$ 11.94	0.30	0.31	0.21	0.21	48.2	47.5	$ 8.24	$ 7.97	2.5
Independent	70.94	67.24	13.96	12.88	0.32	0.33	0.23	0.23	46.0	47.0	8.51	8.32	1.6
LOCATION:													
Center City	$ 44.63	$ 43.22	$ 14.59	$ 14.05	0.29	0.29	0.21	0.21	52.7	51.9	$ 10.73	$ 10.31	1.0
Suburban	40.00	38.64	10.37	9.78	0.33	0.34	0.23	0.23	44.0	43.3	5.94	5.90	5.3
Airport	34.85	34.10	10.59	10.28	0.32	0.32	0.22	0.21	45.6	45.4	6.31	6.10	1.2
Highway	34.44	34.48	9.24	8.70	0.32	0.33	0.22	0.22	39.0	39.6	4.78	4.57	0.5
Resort	61.72	59.48	13.75	13.08	0.32	0.33	0.22	0.21	43.3	43.6	7.97	7.74	3.4
SIZE:													
Under 150 Rooms	$ 46.24	$ 44.53	$ 9.18	$ 8.55	0.36	0.37	0.26	0.27	43.4	42.9	$ 5.03	$ 4.64	-3.7
150 - 299 Rooms	39.05	37.61	10.55	9.83	0.33	0.34	0.24	0.24	46.1	46.3	6.49	6.33	2.2
300 - 600 Rooms	46.30	44.75	12.62	12.30	0.32	0.32	0.22	0.22	45.7	45.9	7.72	7.73	5.6
Over 600 Rooms	49.04	47.81	15.74	15.12	0.28	0.28	0.19	0.19	51.0	49.9	11.30	10.64	-0.1
TYPE:													
Hotel	$ 49.45	$ 47.80	$ 13.59	$ 12.98	0.30	0.31	0.21	0.21	48.7	48.4	$ 9.08	$ 8.77	2.1
Motor Hotel	27.38	26.66	7.38	7.32	0.35	0.35	0.23	0.23	41.1	40.5	4.24	4.11	3.2
Economy	9.12	8.28	*	*	*	*	*	*	*	*	*	*	*
All Suites	48.27	47.77	15.22	14.74	0.32	0.32	0.24	0.25	41.7	42.4	8.40	8.34	2.4

* Insufficient Response

05050-4

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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OCTOBER 1989 COMPARED WITH OCTOBER 1988

Fourth Quarter Begins With Slight Rate Increase

The lodging industry's performance in October displayed a modest increase of 0.4 percent in overall occupancies. The national occupancy rate was reported at 71.8. While occupancies in most segments were down, a few segments showed some demand. Properties in the South Atlantic and Mountain regions of the country had risen 4.0 and 9.7 percent respectively. These increases showed significant abundance around airport locations, where occupancies increased 4.2 percent.

As the colder weather surmounts, average room rates seem to be increasing steadily. For the month of October, the average rate was $75.74, holding a 2.7 increase from the same period in 1988. More specifically, the areas of the nation with the greatest rise in room rates were located along the Atlantic coast. The Middle Atlantic and Southern Atlantic regions reported increases of 4.9 and 3.8 respectively. Economy and All-Suite properties are in focus especially in the resort sector which holds a year-to-date room rate increase of 6.1 percent.

Food and Beverage sales for October reported a slight decrease of 0.7 percent. The number of covers served also decreased by 2.8 percent. Food and Beverage sales per occupied room displayed this trend as well, declining from $45.61 in 1988 to $45.16 in 1989. Room sales, the declines in food and beverage sales and sales from other sources combined to lift total sales by 3.1 percent.

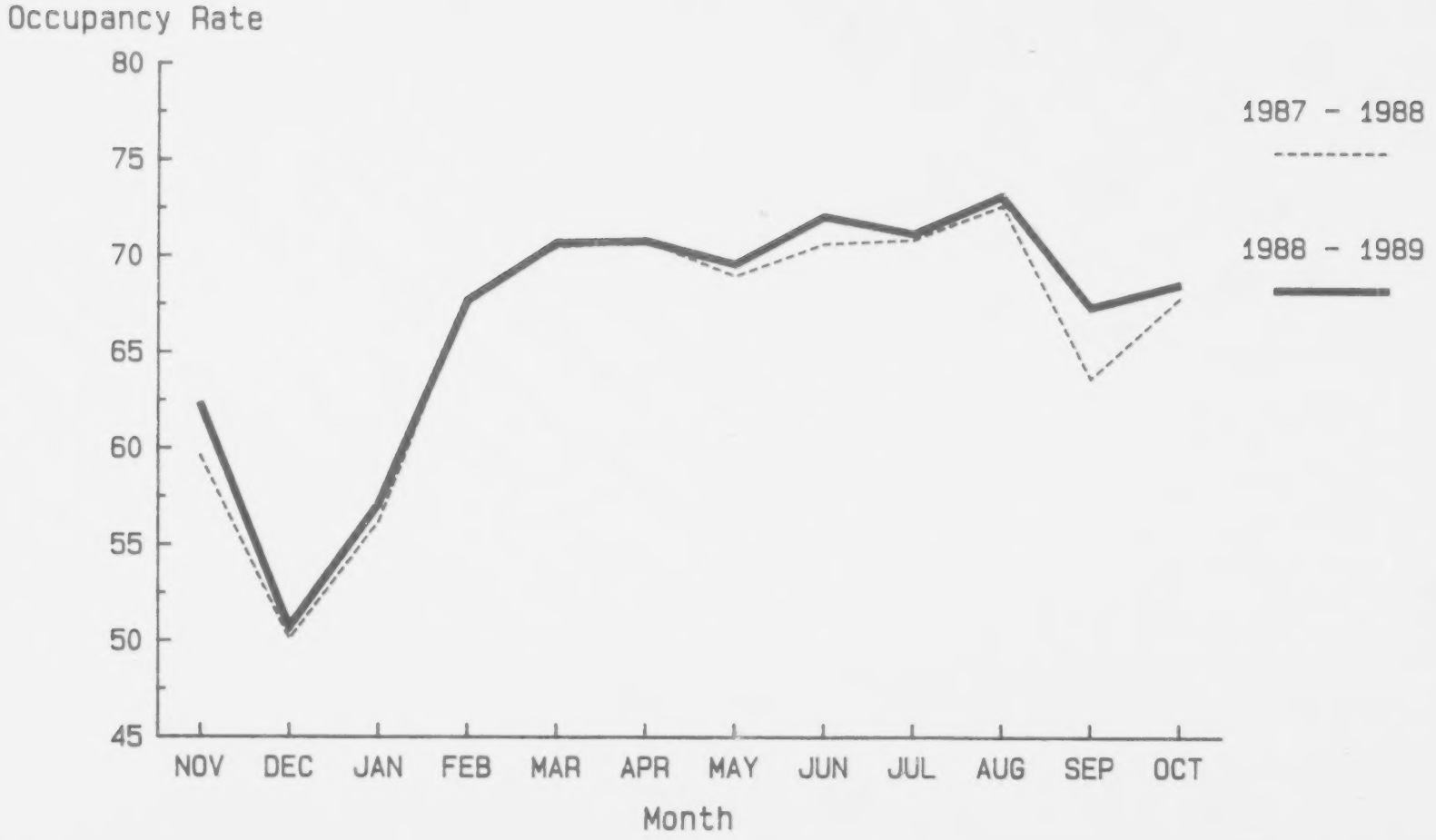
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	67.4%	-0.9%
AFFILIATION:		
Chain	68.0	-0.1
Independent	66.7	1.9
CENSUS REGION:		
Northeast	68.9	-8.9
North Central	59.5	-1.2
South	70.6	-0.7
West	66.6	2.8
CENSUS DIVISION:		
New England	58.4	**
Middle Atlantic	71.0	-7.7
South Atlantic	75.8	-0.4
East North Central	59.0	-0.8
East South Central	**	**
West North Central	59.5	-1.5
West South Central	64.6	1.9
Mountain	51.7	-9.9
Pacific	67.0	-4.1
LOCATION:		
Center City	67.0	-2.0
Suburban	62.8	-1.3
Airport	70.8	-6.3
Highway	66.9	1.2
Resort	76.2	0.9
SIZE:		
Under 150 rooms	63.2	2.1
150 to 299 rooms	64.6	-0.9
300 to 600 rooms	68.9	-0.2
Over 600 rooms	72.8	-3.7
TYPE:		
Hotel	67.7	-2.7
Motor Hotel	66.8	2.1
Economy	66.7	5.2

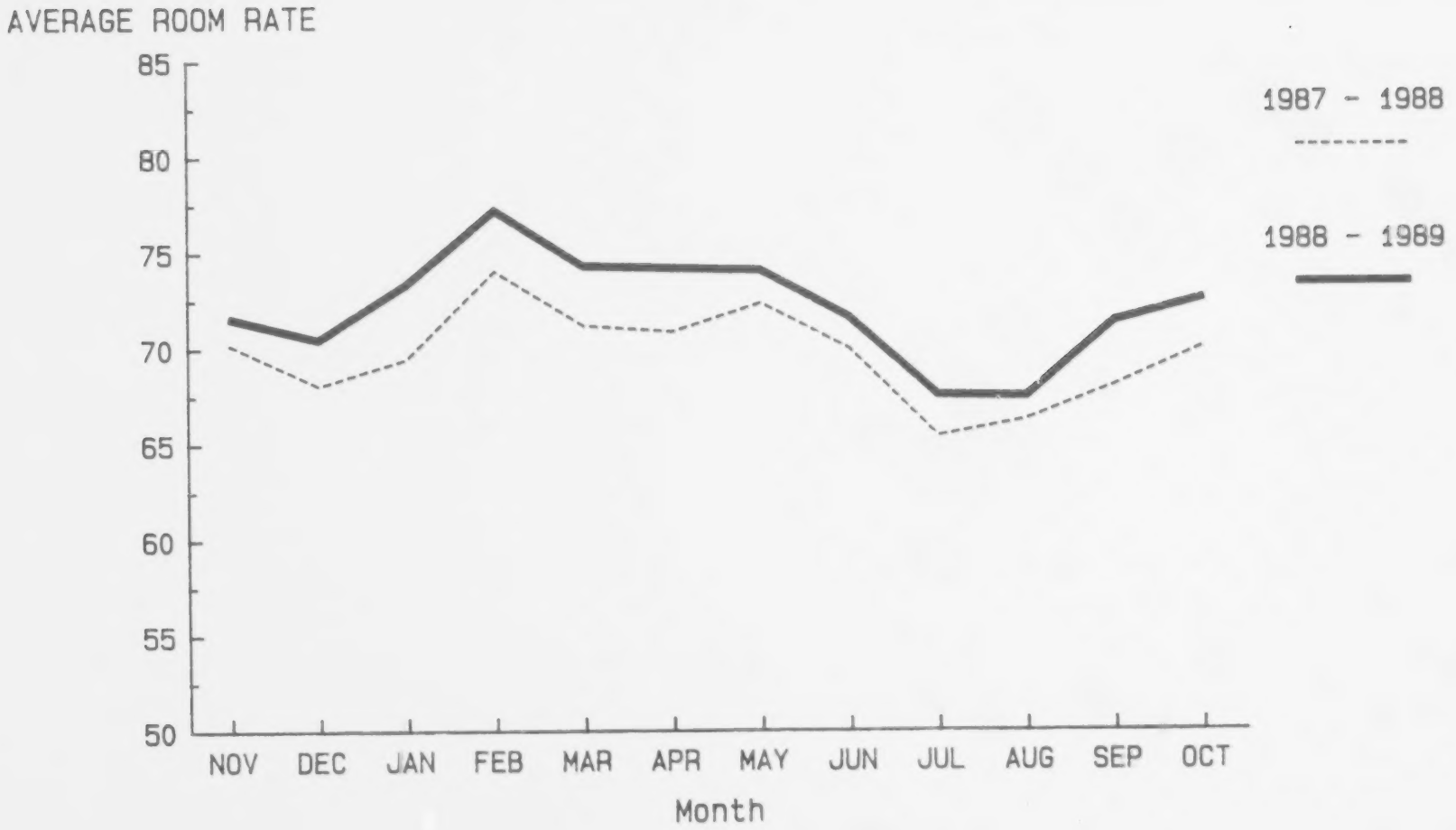
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
NOVEMBER 1987 - OCTOBER 1988
NOVEMBER 1988 - OCTOBER 1989



NATIONAL AVERAGE ROOM RATE
NOVEMBER 1987 - OCTOBER 1988
NOVEMBER 1988 - OCTOBER 1989



ROOMS REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	71.8	71.5	58.1	56.4	$ 75.74	$ 73.77	$ 55.10	$ 54.05	$ 18.07	$ 17.15	19.9	19.6
CENSUS REGION												
Northeast	82.3	84.4	43.7	41.2	$126.02	$120.42	$ 90.49	$ 87.79	$ 25.54	$ 23.75	19.5	18.9
North Central	65.3	68.6	36.6	37.0	57.57	56.70	42.26	41.33	12.66	11.77	22.6	21.3
South	71.6	69.3	72.7	71.8	64.20	61.95	43.62	42.54	14.92	14.37	19.0	18.8
West	67.7	68.6	51.8	51.2	74.07	73.65	52.82	51.97	18.28	17.50	29.1	31.1
CENSUS DIVISION												
New England	72.7	72.1	39.2	44.5	$ 70.60	$ 67.95	$ 54.26	$ 51.02	$ 12.58	$ 12.60	16.3	17.1
Middle Atlantic	83.5	85.9	43.9	41.1	131.94	125.74	92.14	89.45	26.47	24.52	19.6	19.0
South Atlantic	73.1	70.3	80.4	79.8	64.89	62.52	41.81	40.65	16.15	15.60	20.2	20.2
East North Central	65.8	68.9	36.0	37.5	58.43	56.99	43.25	41.25	12.43	11.51	21.7	20.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	64.5	67.9	37.8	36.1	56.07	56.20	40.28	41.49	13.11	12.26	24.7	22.9
West South Central	68.8	67.5	53.1	52.7	62.80	60.85	49.23	48.03	11.83	11.37	15.6	15.4
Mountain	54.2	49.4	*	*	33.70	33.76	*	*	26.35	21.31	78.2	63.1
Pacific	67.9	68.9	51.8	51.2	74.54	74.07	52.82	51.97	17.80	17.28	27.6	30.0
AFFILIATION												
Chain	72.4	72.0	56.9	55.1	$ 74.16	$ 72.24	$ 54.76	$ 53.66	$ 17.38	$ 16.52	19.5	19.2
Independent	68.6	68.9	64.3	63.3	84.42	82.00	56.85	56.04	23.07	21.57	22.4	21.8
LOCATION												
Center City	76.4	77.9	49.3	48.2	$105.21	$101.46	$ 76.06	$ 73.60	$ 22.29	$ 20.58	18.9	18.2
Suburban	66.8	67.0	42.2	40.8	60.74	58.08	45.85	44.02	15.09	14.18	22.8	22.6
Airport	71.6	68.7	36.3	33.7	58.69	58.10	45.34	45.60	12.89	13.10	21.1	22.2
Highway	67.8	66.4	86.3	88.3	44.42	43.33	27.27	26.44	11.38	10.84	22.8	22.3
Resort	73.2	72.1	87.5	85.3	79.34	75.97	47.84	47.27	17.76	17.21	19.9	20.4
SIZE												
Under 150 Rooms	64.0	63.8	55.4	56.1	$ 49.61	$ 47.73	$ 35.86	$ 34.22	$ 15.27	$ 14.13	29.9	29.8
150 - 299 Rooms	66.9	66.9	50.4	48.5	63.53	61.45	45.67	44.17	16.12	14.99	21.2	20.8
300 - 600 Rooms	74.8	72.9	56.1	52.7	75.96	75.01	52.46	53.66	14.85	14.63	18.0	17.9
Over 600 Rooms	81.2	82.1	66.2	65.3	106.66	102.63	68.77	66.03	22.54	21.14	19.4	19.0
TYPE												
Hotel	74.3	74.0	53.3	52.1	$ 92.96	$ 90.33	$ 65.37	$ 63.87	$ 19.73	$ 18.65	19.3	18.9
Motor Hotel	67.7	66.4	66.4	65.4	44.91	43.93	30.38	29.96	11.03	10.82	21.2	21.4
Economy	67.7	68.8	74.3	68.9	36.99	34.65	22.18	22.39	13.92	12.96	43.0	42.4
All Suites	70.8	74.2	93.9	82.4	81.05	75.19	43.36	41.72	16.63	15.75	18.4	18.7

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF OCTOBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.6	67.9	64.8	63.9	$ 72.58	$ 70.06	$ 50.62	$ 48.94	$ 18.30	$ 17.38	21.1	20.9
CENSUS REGION												
Northeast	71.2	73.7	46.7	46.0	$112.53	$106.83	$ 80.07	$ 76.19	$ 26.21	$ 24.13	22.4	21.7
North Central	62.6	63.7	40.9	40.3	56.64	54.87	40.84	39.86	13.35	12.75	23.3	23.0
South	70.0	67.8	80.7	81.0	65.13	62.14	42.07	40.12	15.41	14.84	19.1	19.3
West	66.0	65.7	59.6	57.9	67.54	66.65	48.32	47.71	15.07	14.30	23.8	23.5
CENSUS DIVISION												
New England	62.2	65.5	40.4	38.2	$ 81.04	$ 78.39	$ 60.23	$ 58.38	$ 18.93	$ 17.82	22.0	21.6
Middle Atlantic	74.2	76.4	47.7	47.2	121.26	114.79	82.89	78.73	27.70	25.41	22.5	21.7
South Atlantic	73.7	71.2	92.4	92.5	68.72	65.17	41.85	39.61	16.31	15.75	19.1	19.5
East North Central	63.3	64.4	39.1	38.4	57.86	55.60	42.61	41.33	13.52	12.83	22.8	22.5
East South Central	46.5	50.9	*	*	44.21	45.38	*	*	*	*	*	*
West North Central	61.5	62.5	45.2	44.7	54.35	53.51	36.97	36.67	12.94	12.57	24.6	24.3
West South Central	62.9	61.2	49.6	51.4	56.64	55.19	42.89	41.88	12.84	12.33	18.8	18.4
Mountain	58.7	57.0	39.7	36.1	51.04	51.52	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	69.4	70.4	61.5	60.0	74.29	73.22	49.37	48.53	15.96	15.09	23.4	23.2
AFFILIATION												
Chain	68.7	68.2	62.7	61.1	$ 70.26	$ 67.83	$ 49.74	$ 48.29	$ 17.79	$ 16.84	21.1	20.8
Independent	67.8	66.4	74.4	77.2	84.35	81.47	54.43	51.71	21.42	20.80	21.0	21.3
LOCATION												
Center City	67.5	68.0	52.3	52.3	$ 93.15	$ 89.56	$ 66.78	$ 63.77	$ 22.83	$ 21.38	21.8	21.3
Suburban	65.4	64.1	52.6	50.8	59.16	57.65	40.57	39.89	13.82	13.25	21.8	21.7
Airport	69.6	69.1	38.4	39.6	57.52	55.92	46.32	45.13	13.23	12.80	21.1	21.2
Highway	68.8	67.9	93.8	90.1	47.19	45.77	26.90	26.45	11.95	11.02	22.4	21.4
Resort	73.4	71.4	101.2	102.4	88.10	83.00	50.22	47.33	18.70	17.98	18.1	18.6
SIZE												
Under 150 Rooms	65.4	64.8	62.8	61.8	$ 50.78	$ 48.89	$ 33.85	$ 32.83	$ 15.20	$ 14.17	28.9	28.3
150 - 299 Rooms	65.8	64.7	58.4	56.7	61.92	60.23	42.58	41.92	15.37	14.76	21.2	21.1
300 - 600 Rooms	69.0	68.2	61.5	61.7	76.59	73.84	52.02	50.13	15.80	15.40	19.0	19.2
Over 600 Rooms	75.2	75.1	74.3	73.0	98.86	94.75	61.71	59.07	23.40	21.80	21.3	20.9
TYPE												
Hotel	68.6	68.0	57.4	57.0	$ 86.90	$ 83.76	$ 60.47	$ 58.12	$ 19.86	$ 18.90	20.7	20.6
Motor Hotel	68.0	67.2	73.3	71.1	47.15	45.68	29.59	29.27	11.68	10.69	21.9	20.7
Economy	67.9	67.3	85.8	88.0	38.56	37.02	21.67	20.78	13.14	12.56	38.1	38.1
All Suites	72.5	71.3	118.2	115.1	86.11	82.41	42.60	41.34	20.09	19.63	19.3	19.7

* Insufficient Response

TREND REPORT OCTOBER 1989 COMPARED WITH OCTOBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	3.1	3.9	-0.7	11.0	71.8	0.4	58.1	3.0	$ 75.74	2.7	$107.11	1.9
CENSUS REGION												
Northeast	1.0	1.0	-0.2	6.3	82.3	-2.5	43.7	6.1	$126.02	4.7	$183.31	4.7
North Central	-5.1	-4.4	-7.0	-3.1	65.3	-4.8	36.6	-1.1	57.57	1.5	85.69	0.8
South	7.0	7.7	2.5	16.0	71.6	3.3	72.7	1.3	64.20	3.6	89.85	2.9
West	1.0	3.2	-5.7	19.2	67.7	-1.3	51.8	1.2	74.07	0.6	99.18	-1.5
CENSUS DIVISION												
New England	4.0	5.2	2.8	-3.4	72.7	0.8	39.2	-11.9	$ 70.60	3.9	$101.79	2.7
Middle Atlantic	0.9	0.8	-0.3	7.0	83.5	-2.8	43.9	6.8	131.94	4.9	192.02	5.0
South Atlantic	7.5	9.1	1.1	18.0	73.1	4.0	80.4	0.8	64.89	3.8	94.41	2.4
East North Central	-3.6	-2.8	-5.8	-2.0	65.8	-4.5	36.0	-4.0	58.43	2.5	86.23	1.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-7.8	-7.4	-8.9	-5.5	64.5	-5.0	37.8	4.7	56.07	-0.2	84.74	-0.7
West South Central	5.6	5.0	7.3	8.7	68.8	1.9	53.1	0.8	62.80	3.2	80.37	3.7
Mountain	9.6	9.6	*	10.3	54.2	9.7	*	*	33.70	-0.2	33.81	-0.2
Pacific	1.0	3.2	-5.7	19.2	67.9	-1.5	51.8	1.2	74.54	0.6	99.93	-1.5
AFFILIATION												
Chain	3.2	4.2	-1.3	11.8	72.4	0.6	56.9	3.3	$ 74.16	2.7	$102.20	1.7
Independent	2.7	2.5	1.6	8.8	68.6	-0.4	64.3	1.6	84.42	3.0	134.08	3.1
LOCATION												
Center City	1.3	0.9	0.9	8.3	76.4	-1.9	49.3	2.3	$105.21	3.7	$149.17	4.1
Suburban	4.1	6.2	-4.6	18.0	66.8	-0.3	42.2	3.4	60.74	4.6	83.06	2.6
Airport	2.4	4.6	-4.6	2.1	71.6	4.2	36.3	7.7	58.69	1.0	77.54	-1.1
Highway	5.9	8.0	-3.6	16.2	67.8	2.1	86.3	-2.3	44.42	2.5	57.67	0.4
Resort	5.8	7.2	1.1	13.4	73.2	1.5	87.5	2.6	79.34	4.4	123.23	3.0
SIZE												
Under 150 Rooms	4.9	5.5	1.5	6.7	64.0	0.3	55.4	-1.2	$ 49.61	3.9	$ 60.68	3.3
150 - 299 Rooms	5.5	5.0	4.0	22.2	66.9	-	50.4	3.9	63.53	3.4	89.82	3.9
300 - 600 Rooms	2.9	4.3	-1.3	6.1	74.8	2.6	56.1	6.5	75.96	1.3	107.66	-
Over 600 Rooms	1.3	2.4	-3.1	9.1	81.2	-1.1	66.2	1.4	106.66	3.9	156.91	2.8
TYPE												
Hotel	2.5	3.2	-1.1	11.3	74.3	0.4	53.3	2.3	$ 92.96	2.9	$137.52	2.1
Motor Hotel	3.8	4.6	-0.1	1.0	67.7	2.0	66.4	1.5	44.91	2.2	54.37	1.4
Economy	13.6	13.4	*	18.5	67.7	-1.6	74.3	7.8	36.99	6.8	38.50	6.9
All Suites	10.0	8.0	15.9	22.6	70.8	-4.6	93.9	14.0	81.05	7.8	103.66	9.8

* Insufficient Response
\- No Change